

Message Text

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SUBJECT: DESK STUDY -- WOODWORKING EQUIPMENT: SUPPLEMENTARY
INFORMATION

REF: USDOC 8802, 6/11/75

1. PER REQUESTS IN REFTEL TC HELD SUPPLEMENTARY
DISCUSSIONS WITH OFFICIALS OF INDUSTRIAL DEVELOPMENT
BUREAU AND RETIRED SERVICEMEN'S WOODPROCESSING FACTORY,
THE LARGEST OF THE TWO MASS PRODUCTION FURNITURE PLANTS IN ROC.
TC ALSO CONDUCTED SURVEY OF SAMPLE OF LARGEST PLYWOOD, WOODEN
FURNITURE, AND WOODEN HANDICRAFTS MANUFACTURERES IN ROC. RESULTS
INDICATE THAT BEST POTENTIAL SALES ITEMS AND GOOD POTENTIAL
SALES ITEMS ARE AS FOLLOWS:

BEST POTENTIAL SALES ITEMS

HYDRAULIC PRESSES FOR WORKING WOOD
LATHES, WOODWORKING (AUTOMATIC)
SANDING MACHINES, WOODWORKING - ADVANCED HIGH CAPACITY MODELS
SLICING MACHINES - ADVANCED HIGH CAPACITY MODELS
LAMINATORS - ADVANCED HIGH CAPACITY MODELS
OVERLAYING MACHINERY - ADVANCED HIGH CAPACITY MODELS
PLYWOOD PRINTING EQUIPMENT - ADVANCED HIGH CAPACITY
PARING EQUIPMENT

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MOULDING MACHINERY

JOINTERS, WOODWORKING
FINISHING EQUIPMENT
DRYING KINS
FRAME GLUING MACHINERY
SHAPERS
ROUND HEAD NAILERS
NUTRUNNERS
CARVING MACHINERY
AUTOMATIC WOOD SCULPTURE & DESIGN REPRODUCERS
PAINT SPRAYERS
CORNER CUTTING MACHINERY
FRAMING MACHINERY
DRILLING MACHINERY, PNEUMATIC, HYDRAULIC

GOOD POTENTIAL SALES ITEMS

PNEUMATIC SAWS, HAND HELD
PNEUMATIC RIVETERS, HAND HELD
DRILLS, ELECTRICAL
RADIAL ARM SAWS
BRAD AND FINISH NAILERS
UPHOLSTERING TOOLS
TENONERS
AIR TACKERS
BORING MACHINES
TRIMMERS
SCRAPERS
LAQUERING & LAQUER DRYING MACHINES
DRAWER SLIDES & RUNNERS
PLASTIC & NYLON SHELF PINS
FASTENERS
CATCHES
HINGES
BRACES
BRACKETS
WOODSCREWS
NAILS
STAPLES
ADHESIVES & GLUES
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ABRASIVES
STAINS
PAINTS
SHELLACS
GLAZES
TINTS
LAQUERS
VARNISHES

WAXES
PAINT BRUSHES
BLEACHES
UPHOLSTERING MATERIALS

2. TC'S SURVEY RESULTS SHOWED NO CLEAR PATTERN OF END USER PREFERENCES BY COUNTRY-OF-ORIGIN. WOODWORKING STUDY REVEALS THAT JAPAN IS BY FAR THE LARGEST SUPPLIER OF SUBJECT EQUIPMENT. GROC'S CURRENT "BUY AMERICA" POLICY SHOULD HELP IMPROVE COMPETITIVE POSITION OF U.S. MANUFACTURERS. CURRENTLY U.S. MANUFACTURED SANDING EQUIPMENT COMPETES WELL IN PRICE AND QUALITY WITH THOSE OF JAPAN AND WEST GERMANY.

3. TC STRESSES FACT THAT PLYWOOD PRODUCTION AND PROCESSING ACCOUNTS FOR 76 PERCENT OF WOOD INDUSTRY'S ACTIVITIES; WOODEN FURNITURE AND HANDICRAFTS TOGETHER, 24 PERCENT. INDUSTRIAL DEVELOPMENT BUREAU INDICATED TO TC THAT WHILE ESTABLISHMENT OF NEW PLYWOOD PLANTS IS UNLIKELY, EXISTING PLYWOOD PLANTS (ABOUT 79) WILL BE SEEKING BETTER AND HIGHER CAPACITY LAMINATING, OVERLAYING, PLYWOOD PRINTING, PARING AND SANDING EQUIPMENT. TC URGES THAT MANUFACTURERS OF SUCH EQUIPMENT BE INCLUDED IN JEEP. SOME OF THIS EQUIPMENT (SANDING EQUIPMENT IN PARTICULAR) WILL ALSO BE OF INTEREST TO THE TWO ROC MASS PRODUCTION FURNITURE FACTORIES.

4. ITEMS LISTED IN "GOOD SALES POTENTIALS" CATEGORY WILL BE OF INTEREST TO FURNITURE AND HANDCRAFTS MANUFACTURERS, MOST OF WHICH ARE SMALL CONCERNS. PNEUMATIC TOOLS SHOULD BE WELL RECEIVED DUE TO THEIR SPEED AND PRECISION, ELECTRIC TOOLS (SAWS, DRILLS) ARE PRODUCED ABUNDANTLY IN ROC. EXAMPLES OF THESE MAY BE SEEN IN ENCLOSURE NO. 5 OF FINAL SHOW REPORT FOR "METALWORKING AND FINISHING EQUIPMENT" EXHIBITION. ADVANCED PRECISION ELECTRICAL TOOLS WOULD BE GOOD SALES ITEMS. HAND TOOLS ARE PRODUCED LOCALLY AND SHOULD THEREFORE NOT BE INCLUDED IN JEEP
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IN LARGE PROPORTION.

5. TC AIR MAILED TO COMMERCE ECONOMIC NEWS OVERSEAS WEEKLY ARTICLE OF 6/25/75 ENTITLED "UNIQUE TAIWAN FURNITURE ENJOYS BRISK SALES."
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